

HELLO

My Name Is

*Please Hire Me
After This
Networking Event!*

WHY Network

- “85% of all jobs are filled via networking” – LinkedIn
- “Networking Is Still The Best Way To Find A Job, Survey Says” – Forbes
- “A Successful Job Search: It's All About Networking” – NPR
- “It's all About Who You Know: Networking to Get a Job” – Fox Business

Additional Benefits to Networking

- Explore or clarify your major or career choice
- Get advice about your job search
- Uncover information about a specific job, employer, or industry
- Refine your elevator pitch

What Networking is NOT

- Using people
- Phony talk and schmoozing
- 1 way street
- Asking for a job

What is Networking

- Building and cultivating relationships with others for mutual benefit.

Who Do YOU
Know?

Who Knows
YOU?

Classmates	Relatives of Classmates	Your Relatives and Friends	Professors	Alumni
Guest Speakers	Career Fair Recruiters	Current & Former Employers	Local & Professional Organization Members	Career Services Personnel

HOW to ~~Network~~ Build Relationships

1. Build relationships one at a time
2. Be friendly and make a connection
3. Ask people questions
4. Tell people about yourself
5. Go places and do things
6. Accept people the way they are
7. Assume other people want to form relationships too
8. Overcome your fear of rejection
9. Be persistent
10. Invite people to get involved
11. Enjoy people

Example

Initial Email to Contact A – Connections, Introductory, Purpose

Hi [REDACTED],

I hope you are enjoying the start of the new academic year. I recently started working at KSU and have heard nothing but great things about you from several folks :-)

Once the school year settles down and you have some time I would love to connect to chat with you about my interest in I/O psychology and the work that you do here on the campus.

Have a good afternoon!

Lydia

Initial Email to Contact B – Connections, Intentional Purpose

Good morning Dr. [REDACTED],

I just left a meeting with [REDACTED] who mentioned you might be a good person to connect with regarding careers in I/O psychology. I would love to set up a meeting with you to talk about careers in I/O along with the educational path that one might take in order to pursue that field of work.

Thanks,
Lydia

Final Email from Contact B – Lead to Another Connection & Buy In

Lydia,

My door is always open. I enjoyed our meeting as well. Please keep me informed on your decision. I have a good friend and colleague here in Atlanta, Dr. [REDACTED] (former KSU grad) who is a managing partner with an IO consulting firm. I am sure she would be glad to take the time to meet with you. She is with [REDACTED].
Dr. [REDACTED]

Final Email to Contact A – Follow Up & Thanks

Hi [REDACTED],

I know it has been a while but I wanted to express my sincere appreciation and thanks to you for meeting with me to talk about the Psychology Profession. Per your recommendation, I met with [REDACTED] yesterday and he gave me some great advice that will help propel me forward in this journey. Due to my background in Business Management, he didn't recommend I get a BS in Psychology but did encourage me to take the intro psych course and a couple of the I/O related courses offered here.

I have also reached out to [REDACTED] and I hope to meet with him soon.



i never lose.
I either win
or learn

NELSON MANDELA



Department of Career Planning & Development

470-578-6555

careers.Kennesaw.edu

- Explore Careers
- Internship & Co-op
- OwlLink
- Cover letter help
- Resume assistance
- Practice interviews
- Workshops
- Career Fairs
- Career library
- Graduate school